

Message Text

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PAGE 01 STATE 202713

45

ORIGIN COME-00

INFO OCT-01 ARA-16 ISO-00 SS-20 EB-11 RSC-01 /049 R

66604

DRAFTED BY COM/BIC/OED/MEPD/262:SMTIH

APPROVED BY EB/OCA/REP:RCJORGENSEN

CM/BIC/OED/MEPD/262:JRHEAGEN

COM/BIC/OED/MEPD/262:JMSANDS

BIC/OIM:TJOHNSON (INFO)

ARA/BR:JSLATTERY

----- 089989

P R 121858Z OCT 73

FM SECSTATE WASHDC

TO AMCONSUL RIO DE JANEIRO PRIORITY

INFO AMEMBASSY BRASILIA

AMCONSUL SAO PAULO

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E.O. 11652: N/A

TAGS: BMEP, BR

SUBJECT: RAILWAY CARS FOR BRAZIL

REF: A) STATE 200004

B) STATE 194923

C) RIO 3566, PREVIOUS

1. FURTHER TO REFTELS, PULLMAN-STANDARD HAS RECEIVED CABLE FROM MINISTERIO DOS TRANSPORTES SOLICITING BIDS ON 2,000 CARS DESCRIBED IN REFTEL C, AND INQUIRIES FROM THREE LOCAL FIRMS OFFERING ACT AS PULLMAN AGENTS. ASSUME THIS CORRESPONDENCE GENERATED BY CONGEN RIO IN RESPONSE REFTEL A.

2. PULLMAN DEFINITELY INTERESTED RETAINING LOCAL AGENT, IS CONSIDERING OFFERS BY: COBRASMA S.A. INDUSTRIA E COMERCIO, SAO PAULO, WTDR DTD 10/71; COMPANHIA MECANICA BRASILEIRA, RIO, WTDR DTD 4/72; AND FERRAGENS SANTOS, RIO, NO WTDR. WE WOULD APPRECIATE CONGENS RIO AND SAO PAULO
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CABLING ANY AVAILABLE BACKGROUND INFORMATION RE THESE FIRMS

WHICH MAY HAVE DEVELOPED SINCE SUBMISSION WTDR'S. WOULD ALSO APPRECIATE CANDID ASSESSMENTS ON EACH FIRM'S OR ANY OTHER COMPANY'S SUITABILITY REPRESENT PULLMAN FOR RAILWAY CAR BUSINESS WITH PARTICULAR REFERENCE TO THEIR CONNECTIONS WITH LOCAL TRANSPORT OFFICIALS. BOTH PULLMAN AND MAJOR EXPORT PROJECTS DIVISION BELIEVE SELECTION PROPER AGENT MAY BE KEY TO REALIZING SUBSTANTIAL EXPORT SALES.

3. FOR RIO: NO REPLY YET RECEIVED TO REFTELS A AND B. WOULD APPRECIATE EARLIEST RESPONSE, ESPECIALLY SUGGESTION OF MOST PRODUCTIVE COURSE OF ACTION FOR PULLMAN. SPECIFICATIONS FOR 2,000 CARS MENTIONED REFTEL C HAVE NOT ARRIVED YET EITHER. WOULD APPRECIATE CABLE SUMMARY TO ASSIST BID PREPARATION.

DECONTROLLED FOLLOWING RECEIPT. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 12 OCT 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: smithrj
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973STATE202713
Document Source: CORE
Document Unique ID: 00
Drafter: SMTIH
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731035/aaaaazna.tel
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Previous Handling Restrictions: n/a
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30 JUN 2005

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